THE SCHOOL-BOOK INTEREST

Important Struggle Between Publishers and Their Great Army of Agents.

The New Indiana Law, and the Questions Raised by It-The Competition Among the Publishing Houses of the United States.

New York Tribune.

An important struggle is now in progress between the leading school-book publishers of the country and the army of agents they have employed. At a conference heldearly last summer the publishers decided to do away with the use of so many intermediate egents, and, as far as possible, to transact their business directly with schools and school boards. The influence of the agents throughout the country is a large one, and this action gave rise to a general movement on their part against the publishers. The four houses doing-most of the schoolbook trade are Ivison, Blakeman & Co., A. 8. Barnes & Co. and D. Appleton & Co., of New York, and Van Antwerp, Bragg & Co., of Cincinnati. Harper & Brothers and Lippincott, of Philadelphia, also do a large business in school-books, and are in sympathy with the other firms in the movement. One of the phases of the contest is the action taken by the Indiana Legislature to annul all contracts with book publishers, and to have the State supply its own books for public school purposes. Ivison, Blakeman & Co., having contracts extending over a term of years, have just just brought suit in the United States Court, at Indianapolis, to test the validity of the pchool-book act passed by the last Legis-

A Tribune reporter called on this firm last week to obtain further information on the points involved in this suit, and the schoolbook contest generally. George R. Cath-cart, one of the members of the firm, said that the action was primarily to restrain the Indianapolis school board from substi-tuting a series of books for one published by his house. A breach of contract is claimed, but other more important consti tutional questions will come up for the court to pass on.

"The public school system of Indiana," Mr. Cathcart said, "has, for several years, been ranked with that of the leading States of the Union. Large appropriations have been made for its maintenance, and liberal been made for its maintenance, and liberal laws have enabled cities, towns and local boards of education to build fine school-houses and employ efficient teachers. Among the various powers thus delegated to these boards was that of selecting the text-books and making contracts with publishers for supplies. The patrons of the public schools, those who pay the taxes for their support and exercise a personal suvision over them, naturally had the deepest concern in their welfare; and one would suppose they would seek to buy whatever was required for the use of the schools in the open market where the best article the open market where the best article could be had at the lowest price, through the natural laws of competition. But the blight of the socialistic wave, which has bred such distress and havoc to railroad and other corporate and moneyed interest in some of the granger States, fell almost untowardly upon the school-book publishers, and they were quickly denounced as a ring of extortioners and robbers, and more lately as a great trust combination of evil portent. In some of these States the school-book publisher has been made a party issue in politics, and every conceivable missue in politics. the people as to our position, and to make them feel that we are really an octopus which will gradually strangle them unless destroyed. Legislative action has in some destroyed. Legislative action has in some cases been sought, and bills innumerable, seeking alleged relief, have been presented. The only serious outcome of it all has been the present law of Indiana, which was passed by the last Legislature of that State. This law provides that the State Board of Education shall ask for proposals for supplying books to the public schools of Indiana, conforming to a certain standard, and at certain prices which are named, and that the books thus selected shall be used throughout the State to the exclusion used throughout the State to the exclusion

"Can they secure just as good books?"

"That is just the issue. The standard of merit and make-up required is that of books published twenty years ago, long before the present advanced methods of teaching which are incorporated in the text-books of to-day, and in no way comparable in style of manufacture to these books, and the origes and conditions were such that it style of manufacture to these books, and the prices and conditions were such that it was obviously not expected that any reputable publishing house would respond to the call for proposals, and as a matter of fact, none did. Some politicians of Indiana and other speculative persons then organized a stock company and went gunning for what they could find. They succeeded in getting an obscure set of reading books and arithmetics from a St. Louis publisher, and an equally obscure series of geographical text-books from a Minnesota publisher; and these they propose, by virtue of a contract with the State Board of Education, under the law, to foist upon the people of Indiana, whether they want them or not, thus placing the enormous supply of these leading text-books for that great State in the hands of a political ring at Indianapolis." of a political ring at Indianapolis.

"But what is the ground," asked the reporter, "for the charge that there is a compination of publishers which is to all intents a trust? Is not that the real cause for the agitation you speak of?"

"There is no combination, nor any com-bination which can be twisted or distorted into anything like a trust. We have been amazed to see reputable journals seriously publish statements with so little foundation. There are perhaps a dozen publishing houses in the United States which may be considered representative houses in this line of business. They have grown up almost with the public school system of the for having so largely contributed to the progress and high standing of that system. With the increase of population there came also an increase in the number of schools and attendance, and hence an increase in the number and kind of text-books required; so that the competition among these publishers became exceedingly sharp, and traveling agents were to be found everywhere soliciting the introduction of new books and the consequent displacement of those in use. This, in the course of time, grew to be a bad thing both for the publisher and the public. Unnecessary changes in books were often made, and the publishers were kept in a never-ending state of exeitement over the warfare between the agents. This went on until about ten years ago, when three of the largest houses in the business came to an understanding by which they sought to put a stop to these evils and to restrain and control their traveling men. The publishers themselves were largely to blame for the unhappy condition of the business. They had allowed their travelers, in many cases, too much latitude, and encouraged too often measures of aggression which tended toward demoralization. There was friction, as may well be supposed, in the effort to carry out this agreement. But these houses persevered until a few inconspicuous exceptions, joined in an agreement of a similar nature, and that is substantially the only combination that now exists, or ever existed, among the school-book publishers -an agreement seeking to control traveling agents, and for the purpose of rectifying such abuses as had grown out of that system in connection with the introduction of books. There is nothing in the agreement | in work-house. which in any way controls or fixes prices, or prevents any house from offering its books anywhere and on its own terms; nor is there any provision for 'pooling' or dividing profits; nor any single feature which conforms to anything corresponding with what are known as trusts. I may as well read to you from the agreement what it says in this respect. From Article 1: 'In order to reform many obvious evils that exist in the method of introducing school-books by traveling agents, and to prevent the unhealthy excitement and turmoil con-nected therewith, the following houses have agreed each with the other, etc.' From Article 2: 'Nothing in the agreement shall be construed to prevent the usual advertising, circularizing and correspondence

house is at liberty to change its wholesale price list at will "

"Why have no steps been taken to conteract these false statements?"

"The publishers rely upon the intelligence of the public for vindication; besides, it is

by firms, or the filling of orders arising

therefrom for supplies for introduction, samples, etc.' From Article 10: 'Each

useless to chase a falsehood where it has its source in the selfish motives of designing persons. It must run its course. We can trace many of the more recent newspaper articles charging us with having formed a trust to disgruntled agents whose occupations have gone or are in danger. In such cases, of course, the motive is simply malicious. Among the agents, as a class, however, there are many men of first-rate intelligence and of high character. They are well educated, are familiar with educational methods, and have large personal acquaintance and influence with educational people. They are, or have been, valuable adjuncts to the school-book business, and it is not likely, under any changed condition which may come from the reform the publishers are seeking, that the services of these men will be entirely dispensed with; their respective houses will probably find places in some other direction for those whose ability and experience can be utilized."

"How as to the alleged high prices of source in the selfish motives of designing

direction for those whose ability and experience can be utilized."

"How as to the alleged high prices of school books?" asked the reporter.

"The complaint that is often heard about the unreasonably high prices of schoolbooks is absurd. They are, generally speaking, 50 per cent. cheaper than other kinds of books, although they are more expensive to make. The binding is more substantial and more costly, and the paper, and press-work and general 'get up' are quite equal to the average high-class issues of the other houses. Then there is a heavy expense involved in constant revisions that are made necessary in geographical and scientific books. There may be sometimes ground for complaint arising from extortionate prices charged by retail booksellers which the publishers have no means of controlling. It is a source of much annoyance to all of us; and some of us are of the opinion that we may be forced to either publish a retail price-list at which we will send our books anywhere free of transportation, or to let it be known everywhere that we will make contracts at our lowest wholesale prices with boards of education or other educational authorities who desire to deal with us direct. The basis upon which school-books are now sold is a wholesale price-list, from which a grade of discounts are made. It will be perceived that the publishers make no retail price, and that the local book-sellers usually fix one of their own."

Mr. Cathcart added, in conclusion, that

one of their own. Mr. Cathcart added, in conclusion, that the idea of enormous profits and great fortunes made in the school-book trade is a wrong one. The publisher is obliged to pay large royalties on all valuable text-books, and the trade itself has been one of gradual development during half a century. The onts are no greater than have accrued to the large dry goods or other mercantile the large dry goods or other mercantile houses in the same period, and the business requires a great outlay of capital, endless detail and constant watching. The latest conference of the trade for the purpose of dealing directly with school boards will of itself, he said, contribute to a great reduction in the prices of school-books to communities, because it will do away with the excessive expense of intermediate agents.

THE COURT RECORD.

SUPREME COURT DECISIONS. 13844. Charlotte M. Holland vs. Edward Bortch. Wayne C. C. Affirmed. Olds, J.—In this case the acts complained of in each paragraph of the complaint are the riding of a bicycle in the center of a highway by the defendant at the rate of fitteen miles an hour, and within twenty-five feet of the faces of the plaintift's horses, whereby the horses became frightened ran away by the horses became frightened, ran away, and plaintiff was injured. Held, that the acts were not unlawful, and, hence, they constitute no cause of action to make defendant liable. They must be charged to have been done at a time, or in a manner, or under circumstances which render the defendant chargeable with a want of proper regard for the rights of others to be action-Herman Borlow vs. State. John-

son C. C. Reversed. Mitchell, J.-When it appears that a defendant, indicted for maliciously injuring property, acted in good faith under an honest claim of right, the malicious or mischevious intent necessary to sustain a conviction is rebutted. 13876. Allen C. Harrison vs. Thomas Man-shin. Hamilton C. C. Affirmed. Coffey, J.— The words "he drove off my ducks and sold them," without any averment as to the cir-cumstances under which the words were spoken nor as to the sense in which they were used, nor as to how they were understood, do not import the commission of a crime, and are not slanderous. 2. When language is susceptible of an innocent and language is susceptible of an innocent and a criminal meaning the court after verdict for the plaintiff, upon motion for a new trial, in arrest of judgment or upon an assignment of error, will adopt the latter meaning, and when the language is rendered actionable by extrinsic circumstances defectively averred, the verdict will aid them, but language not actionable here in the absence of extrinsic circumstances. here in the absence of extrinsic circumstances will not be so regarded after

13755. Jonah Freeb vs. Richard Mills. Lawrence C. C. Reversed. Elliott, C. J. -Complaint is founded on the following instrument: "This is to certify that I have this day received a deed from Richard Mills and wife for certain real estate, in consideration of which I am to apply the consideration of which I am to apply the payment thereof to a note that Henry G. Smith holds against Richard Mills, Peter Linn, D. F. Linn and Jonah Freed for \$375 and interest. [Signed] Jonah Freed." The instrument is not, on its face, a complete and enforceable one. Without the averment of extrinsic facts, which will give force to the contract, it is ineffective.

11772. Manhattan Cloak and Suit Company et al. vs. Henry C. Dodge et al. Elkhart C. C. Rehearing denied.

hart C. C. Rehearing denied. 13146. Andrew G. Hart et al. vs. State ex rel. Charles M. Lock. Hancock C. C. Rehearing denied. Elliott C. J. SUPERIOR COURT.

Room 1-Hon. Napoleon B. Taylor, Judge. Chas. Cline vs. John Chew; from Graydon, J. P. Finding and judgment for plaintiff for \$5. Kittie Robbins vs. Felix Robbins; divorce drunkenness. Divorce granted.

Room 2-Hon. D. W. Howe, Judge. Florence B. Detterer vs. Lawrence G. Detterer; divorce. Granted on grounds of David Stevens, receiver, vs. Charles F. Lamotte et al.; suit for damages; on trial by court. Judgment for defendant La-

Room 3-Hon. Lewis C. Walker, Judge. Carrie Van Verhis vs. Henry D. Oakley et al.; quiet title. Finding for plaintiff.
William Wallace, receiver. vs. Ella
Hanna et al.; quiet title. Finding for

P. Lieber Brewing Company vs. Isaac Johnson; note. Judgment for \$326.56. Robert A. Tucker vs. Louis Hitzelberger et al.; account. On trial by a jury.

New Suits Filed. Jacob Miller vs. Frank Brown et al.; on foreclosure. Demand, \$150. David V. Burns vs. Uriah M. Chaille et al.; on note. Demand, \$500, Maggie E. Clark vs. John Clark; divorce. Allegations, drunkenness, failure to provide and cruelty. E. H. Moore & Co. vs. Frank Brown et al.; on foreclosure. Demand, \$59.

Roda L. Rush vs. Chris Rush; divorce, Allegation, drunkenness. CIRCUIT COURT. Hon. Livingston Howland, Judge. Simon Lehman et al. vs. John Henn; account. Oh trial by jury. Verdict for plaintiff for \$15,70.

John W. Kealing vs. Robert M. Furgeson. Dismissed by plaintiff. CRIMINAL COURT. Hon. William Irvin, Judge. State vs. Dudley Hedges; assault and battery. Plea of guilty entered and fined \$25 and costs. State vs. John James; petit larceny. Plea

of guilty entered and \$1, with three months State vs. George Fohl; incorrigibility, Bound over to Plainfield Reform School.

Diana. Washington Capital. "Do you ever go hunting?" "No, but my wife does." "Your wife?"

"What for?" "Oh, for burglars, or fire, or paregoric, or trouble, or my salary; its always hard to tell in advance."

One Essential Lacking.

Miss Crimple-Your friend has talent enough to become a professional musician. would be a success. "What makes you think so?"
"He can't grow his hair a la pompadour."

DID you notice that fine head of hair at church last Sunday! That was Mrs. B.——. She never permits herself to be out of Hall's Hair Renewer the I. & St. L. division of the Big Four,

AFFAIRS OF THE RAILWAYS.

Uniform Classification of Freight Rates. CHICAGO, Sept. 18 .- There is now a prospect that the committee appointed to prepare a uniform classification of freight for the entire United States will push its work to early completion. The Times, to-morrow, will say: It is a fact not generally known that when the committee was in session at Saratoga, two weeks ago, it had a visitor in the person of Commissioner Bragg, of the Interstate-commerce Commission, who presented himself before the gathering of railroad men. He said there could be no doubt of the intention of Congress to take this matter up early in the coming session, and unless it could be shown that the railroads had made substantial progress, an order would be issued requiring the Interstate-commerce Commission to do the work, and the railroads would be compelled to accept the result, whether satisfactory or not. The committee took the hint, and made more headway than at all previous meetings combined. When the committee adjourned, it was to meet again in Washington, Nov. 19, on which occasion an earnest effort will be made, it is expected, to close up the work, or at least bring it to a point where little else will remain to be done. So far the main obstacle has been the absence of representatives of the transcontinental and trans-Missouri lines. It is doubtful, therefore, whether they will accept the classification unless they find that their interests have been taken care of by the other members of the committee. to take this matter

committee. The Cut in the Northwest. The question of reducing freight tariff to meet the rates made by the Chicago, Burlington & Northern is under consideration by the Cincinnati roads interested in northwestern traffic. Only one, so far, has acted. That is the Cincinnati, Hamilton & Dayton, whose reduced freight traffic went into effect yesterday. The Cleveland. Cincinnati, Chicago & St. Louis road will probably have a new tariff next week. The other roads have not yet taken action. Said a general freight agent yesterday: "I question the wisdom of the Indianapolis roads taking any notice of this tight be-tween the Northwestern lines, as they can-not be seriously affected. The reduction which the Chicago roads have made, it will be noticed, are only on west-bound traffic. The east-bound grain business and livestock traffic, on which the railways base their expectations of large earnings this fall, are not touched. The Indianapolis lines should be content with what westbound business they can get at tariff rates, and their east-bound business, which is not affected. Then the local tariffs will re-main unchanged, and what may lead to a general demoralization in rates will be avoided."

Rates for Hunting Parties.

The results of the meeting of the general passenger agents of the Pennsylvania, the Monon, the Big Four, the Lake Erie & Western, the Ohio, Indiana & Western, and the Indianapolis, Decatur & Western, in this city, on Tuesday afternoon, to fix the hunters' rates, was much of a surprise, so adverse to making any concession have some of the roads represented at the meet-ing been since the interstate-commerce act took effect. That the ticket they will sell discriminates against the atrical troupes, and will be a good ticket for scalpers to handle, will not be questioned. The roads named propose to sell to any party of three or more, who call themselves hunters, a ticket to any recognized hunting ground in the North, the South, the West, the Northwest and the Southwest, at one and one-third rate, good for sixty days, and the holder has the privilege to stop off at any point on the route he goes over. The only drawback which the ticket has is that the party must number three or more.

Personal, Local and General Notes. The manager of one of the Indianapolis roads who recently had occasion to pass over the Columbus & Hocking Valley road says that C. C. Waite has one thing in his the road is in excellent condition the time Mr. Woodford took control, His the dead of doing business are such that

cinnati, Hamilton & Dayton company against the Terre Haute & Indianapolis company, where the former seeks to recover certain moneys, and will in a few days listen to the arguments in the case.

The Louisville, New Albany & Chicago company has of late been making numerous improvements to its shops and round-house at New Albany, and has stopped talking of building shops at Lafayette or Monon, now that the city authorities at New Albany treat them in a generous man-

It is stated by good authority that all the Lafayette or the Ohio Falls car-works make above actual cost of the cars they are build-ing for the Pennsylvania road is \$5. The reason that the works took these five hundred cars each at such prices is that they were desirous of keeping their men at

Through the reorganization of the Wabash, M. Doherty, who for some years was at the head of the Indianapolis Pooling Association, and who has for two years past been the commercial agent of the Wabash, is left out. It is understood that already he has had a good position offered him in St. Louis.

There is a strong sentiment growing up with freight men in favor of advancing the rate on corn to the basis of 25 cents per 100 pounds, Chicago to New York. This would please the manufacturers of corn products, unless their rate was advanced to a basis of 30 cents per 100 pounds, Chicago to New York.

It will be noticed that President Ingalls has not as yet appointed a general manager of the Big Four system. An impression prevails that E. T. Jeffery, on his return from Europe, will be appointed to the position. Before he returns the mileage of the Big Four, without doubt, will be considerably greater than now.

The Pennsylvania Company has experienced some trouble in making the time on the fifth division, between Indianapolis and Logansport, with its express trains. The company has fitted up two of its heavy passenger engines, which have been run on the Eastern division, and will transfer them to the fifth division.

Assistant General Manager Hill, of the Vandalia, has put on several construction trains of late, and is getting the road-bed on the main line and on the T. H. & L. division in good condition for winter service. The officials of the road predict that the business of the road for the next six months will exceed that of any former

W. N. Green, assistant to President Ingalls, of the Big Four road, was in the city yesterday. He says that the work of improving the roadbed is to be continued until winter sets in, the company purposing to have the track between Cincinnati and Kankakee in such excellent condition that any desired speed can safely be made The general manager of one of the West-

ern roads wrote to the management of one of the Pennsylvania mills to know how soon they could furnish a few thousand tons of rails, and received as an answer the statement that the Pennsylvania steel rail-mills are now all as busy as bees, and cannot do anything for the Westerners for some weeks.

The freight men connected with the roads which do east-bound business out of Peoria held a meeting in that city yesterday to discuss rate matters. Investigation showed that all lines were adhering strictly to tariff rates. Traffic Manager Parker, of the Lake Erie & Western, and Ford Wood, gen-eral freight agent of the Ohio, Indiana & Western, were in attendance.

W. N. Grafton, signal engineer of the Pennsylvania lines west of Pittsburg, was in the city yesterday. For several days past he has been on the division between Indianapolis and Columbus perfecting plans for introducing quite generally on this division the inter-locking signals, Mr. Lytewaite-Oh, yes, but he never | which will greatly aid in the safe and rapid moving of trains on this division.

John B. Carson, vice-president and gen-eral manager of the Louisville, New Albany & Chicago road, and W. R. Woodard, gen-

then going north to Chicago over their own line. They traveled in Superintendent Woodard's new private car, hauled by one of the company's new and powerful passen-

The reports of passenger earnings the first week in September in the Central Traffic territory are not as large as in the first week of September, 1888, which was the week of the Grand Army encampment, at Columbus, O. Especially do the Beeline and the Pennsylvania lines make an unforward his reliable to these reads unfavorable exhibit. Both of these roads last year handled all the cars they could get hold of in carrying the business.

H. C. Diehl, general manager of the Interstate Despatch, spent yesterday in the city. Under his management the line, which is now some two years old, has been a great success. With its organization he introduced a new method of doing business, using the common cars of any road which chose to work over the lines over which the Despatch operated. As a result the Despatch has been able to keep more cars in constant service than many of its competitors who are years older and work competitors who are years older and work on the old plan of each line owning its own

It is stated that M. E. Ingalls, two years ago, offered the owners of the Indianapolis, Decatur & Springfield road arental of \$125,-Decatur & Springfield road a rental of \$125,000 a year for a term of years, and the offer
was declined, but the last two years' operations of the road shows that Mr. Ingalls's
offer was a fair one, as it is fully as much
as the road has earned above its operating
expenses, and no one will question as to its
having been operated on a very economical
basis. The \$125,000 would have been a little more than 5 per cent. interest on its bonded debt; that is, the portion of the bonded debt on which the interest would needs be paid to prevent a foreclosure sale.

The statement that the Monon, the Big Four, the Pennsylvania and the C., H. & D. were calling in their thousand-mile tickets, and in some cases paying a bonus to secure them, that they might replace them with a new form of ticket on the 22d of this month, new form of ticket on the 22d of this month, has led to some misunderstanding. The mileage tickets which they are gathering in are those held by scalpers, or any other parties who are likely to use them to demoralize rates. The business man who holds a mileage ticket purchased prior to Monday, Sept. 9, can travel on it until it is used up, but the conductors are instructed to satisfy themselves that the person offering the mileage ticket of issue prior to that date is the rightful holder. All mileage tickets sold hereafter on the roads named which run north and south will be sold at the rate of 2½ cents per mile, and will be the rate of 212 cents per mile, and will be ood for the bearer to travel on the ticket Scalpers profess to feel pleased over the issue of such a ticket, but where there is any money in it for them only the scalper himself is able to discern.

A good deal is being said about the pros-perity of the trunk lines and the Southern roads and about the harmony which exists between roads in these sections, and unfavorable comparisons are made with Western roads. This is all very well; but it should be borne in mind that the trunk lines are fed by the Northern and Western roads, and refuse to prorate with them in any reduction in rates. Then, the trunk lines run through a thickly-settled country and would prosper if they only had their local business, while in Western States there are too many roads for the thinly-settled territory, and naturally there is a good deal of strife for business. Were the conditions the same, the trunk lines and the Southern lines would probably do as much rate-cutting and fight as bitterly for business as do the Western roads. The Western roads have treble the mileage in given territory the Southern roads have, which is to the latter's advantage, but if railroad building in the South goes on at the rate it has the last three years there will be too many railroads there to produce harmonious action. between roads in these sections, and unfa-

On Monday last M. D. Woodford com-menced his fourth month as vice-president and general manager of the Cincinnati, Hamilton & Dayton lines, and he has already made a record which is calling out favorable mention by the press, which talks of financial matters, and also from railroad officials in high position. His management of the property has been such that it is rapidly rising out of its financial troubles brought upon it through the Ives-Staynor deal, and the business of the road has been a surprise to those who had the most favorable expectations as regards its future at favor—the road is in excellent condition pysically, and is reasonably well equipped.

The wrecks of late on the Evansville & Terre Haute road sustain the position taken by many of the best railroad men in the West, to the effect that no road can be maintained physically and properly operated on 40 per cent. of the gross earnings, as it is claimed that this road is operated.

W. P. Fishback, master in chancery, has taken all the evidence in the suit of the Cincinnati, Hamilton & Dayton company against the Terre Haute & Indianapolis company where the former seeks to recover. with the success he is making on the road than many railroad officials, who, from one month's end to another, make it a study to see where they can cut down expenses by reducing the pay of a poorly-paid man.

SOCIETY NOTICE.

MASONIC-PENTALPHA LODGE, NO. 564, F. & A. M. Special meeting in Masonic Temple, this (Thursday) evening, at 8 o'clock, for work in the first degree. J. W. STAUB, W. M. WM. H. SMYTHE, Secretary.

WANTED-SITUATIONS.

WANTED - SITUATION - BY FIRST-CLASS clothing salesman, who knows the ups and downs of the trade. C. S. KINKEND, Greenville, Ohio.

WANTED-AGENTS

LADIES! Write for terms. \$3 sample corset free to agents. Lewis Schiele & Co., 390 Broadway, N.Y. WANTED-Lady agents for our new McIntosh Waterproof Ragian. Very stylish: cloth outside; nothing like them in stores. Agents have big trade. Prices on "Daisy" Hose Supporters greatly reduced. We give agents the greatest chance ever offered to make money this fall on our full line of fast-selling goods. Address, with stamp, E. H. CAMP-BELL, 484 Randolph St., Chicago.

WANTED-SALESMEN.

WANTED-Reliable local and traveling salesmen, Positions permanent. Special inducements now; fast-selling specialties. Don't delay. Salary from start. BROWN BROS., Nurserymen, Chicago, Ill. WE want a reliable man in your vicinity to show samples of our premium Cigars to dealers. No experience required. Wages \$15 per week and expenses. Steady employment. Address, inclosing 2c stamp for reply. No postals answered. D. O. GALLEAR & CO., Rialto Building, Chicago, Ill.

FOR SALE-MISCELLANEOUS.

FOR SALE-TWO SIBERIAN BLOODHOUNDS.
Address GEO. SCHRADER, Mt. Jackson, Ind. FOR SALE-A PAYING BUSINESS, viz. saloon restaurant and hotel. Address Nos. 17 and 19 South Fifth street, Lafayette, Ind. FOR SALE-A SOAP FACTORY. Everything new and complete. Capacity 400 boxes per week. Address STAR SOAP CO., Fairbury, Neb. FOR SALE-GROCERY STAND-GOOD REA-sons for selling. Will be made known by applying of W. R. ADAMS, 614 East Main st., Muncie, Ind. COR SALE-A NICE CLEAN STOCK OF GRO. Ceries, shoes, tinware, hardware, stoves, etc.; brick building; rent cheap; front room, 22x60; back, 22x20; good cellar; stock \$2,500. Best of reasons for selling. Address Box 273, Ladoga. Ind.

BUSINESS OPPORTUNITIES.

NEW STOCK OF GENERAL MERCHAN-A dise, located in a town of 2,000 inhabitants; stock will invoice \$4,500; will sell for sixty-eight (68) cents on the dollar. This is a rare chance for an enterprisin man to make money. F. HUFFMAN, Westfield, Inc.

FOR RENT. TWO ROOMS, WITH POWER, ON MERIDIAN and South streets. Apply at Bryce's Bakery. ANNOUNCEMENTS.

MRS. BULLARD'S CLASSES WILL MEET Monday afternoon, Sept. 23, to arrange for study. A STROLOGER — MRS. DR. ELLIS NVEER fails to tell life's history correctly by the planets, where to go, what to do for success, health and ahppiness, gives information on all subjects. If sick or in trouble consult the Doctor at once. 23 East Michigan street. Can be consulted by letter.

FINANCIAL. MONEY-QUICK-TRY BRYAN, NO. 1 NORTH Meridian street.

LOANS - MONEY ON MORTGAGES. C. F. SAYLES, 75 East Market street. FINANCIAL-MONEY ON MORTGAGE, FARMS and city property. C. E. COFFIN & CO.

MONEY TO LOAN-6 PER CENT. HORACE
MCKAY, Room 11, Talbott & New's Block. SIX PER CENT. ON CITY PROPERTY IN IN-Sciana. ISAAC H. KIERSTED, 13 Martindale

To LOAN-Private funds on farm and city property. Large loans on business property, 6 per cent. STANTON & SCOTT, 34 12 North Delaware st. M ONEY TO LOAN ON FARMS AT THE LOW-est market rate; privileges for payment before due We also buy municipal bonds. THOS. C. DAY & CO., 72 East Market street, Indianapolis.

C. & E. W. BRADFORD, INDIANAPOLIS, IND.

BUSINESS DIRECTORY.

ATKINS E. C. & CO., manufacturers and CUT. BAND, and all other Belting, Emery Wheels and Mill SAWS

Illinois street, one square south SAWS

BELTING DAWD EMERY WHEELS. W. B. Barry Saw & Supply Co.,

THE SINKER-DAVIS CO., Saw-Mill Machinery, Engines and Boilers, Pipe-Fittings and Natural-gas Supplies, 111 to 149 South Pennsylvania Street.

HOLLIDAY & WYON, Wholesale Manufacturers of Coupe, Surrey, Buggy and Express HARNESS,

No. 77 South Meridian street, Indianapolis, Ind.

Price List sent the trade on application. LUMBER. E. H. ELDRIDGE & CO., hingles, Sash, Doors and Blinds, COR. ALABAMA AND MARYLAND STS.

SAFE-DEPOSIT VAULT

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